

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

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P 050645Z OCT 76

FM AMCONSUL ADANA

TO SECSTATE WASHDC 1146 PRIORITY

UNCLAS ADANA 248

E.O. 11652: NA

TAGS: BEXP, TU

SUBJECT: PRODUCT OPPORTUNITY: COMPLETE EQUIPMENT AND KNOW HOW
FOR MANUFACTURING MARBLE RESIN FLOOR AND WALL TILES
FOR US DEPARTMENT OF COMMERCE

THE FOLLOWING QUOTE OF AMCONSUL ADANA MESSAGE OF 21 SEPTEMBER
IS PROVIDED FOR NECESSARY ACTION. QUOTE...

1. KORKUT BERIKER, A HIGHLY SUCCESSFUL LOCAL MANUFACTURER OF
BUILDING MATERIALS, WELL AND FAVORABLY KNOWN TO THE POST, HAS
SOUGHT ASSISTANCE IN OBTAINING OFFERS OF US TECHNOLOGY AND
EQUIPMENT TO ESTABLISH A TILE FACTORY USING MARBLE CHIPS AND
POLYESTER WASTES AS RAW MATERIALS. HE STATES THAT THE PROCESS
EXISTS IN THE US AND WOULD LIKE TO BUY AMERICAN, THOUGH HE HAS
ITALIAN AND GERMAN OFFERS. HE ADDS THAT HE HAS NOT UP UNTIL
NOW MADE ANY MAJOR PURCHASES OF US EQUIPMENT AND TECHNOLOGY BECAUSE

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OF PAST UNWILLINGNESS OR INABILITY OF US SUPPLIERS TO PROVIDE
COMPLETE LINE OFFERS.

2. SINCE BERIKER WOULD BE INTERESTED IN A SECOND LINE IF THE FIRST
IS SUCCESSFUL AND BECAUSE HIS SOLIDLY ESTABLISHED DYNAMIC COMPANY
IS LIKELY TO GROW RAPIDLY IN A BOOMING CONSTRUCTION ENVIRONMENT, WE
BELIEVE THAT A SPECIAL EFFORT BY COMMERCE TO IDENTIFY POTENTIAL US
SUPPLIERS WOULD BE WARRANTED AS WELL AS APPRECIATED. WHILE BERIKER
WOULD GREATLY APPRECIATE A FINANCING OFFER, IT IS NOT A PRECONDITION.
WE BELIEVE THAT AN EQUIPMENT PACKAGE PRICE TAG IN THE \$350,000 RANGE
MIGHT BE COMPETITIVE. OTHER DETAILS FOLLOW, USING PTO FORMAT:

1. 489/02/P0001

2. 092176

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3. GKOK

4. 489 TURKEY

5. M

6A. REPLY

6B. KORKUT BERIKER, GENERAL MANAGER

6C. KIL-TOPRAK VE TICARET LTD., ADANA

7. 62294 KITO TR TEL: 13097, 12245

8. --

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9. 101

10. 35595-41-2 CLAY-WORKING MACHINERY AND EQUIPMENT AND PARTS

(BRICK, TILE, AND CERAMICS)

KIL-TOPRAK VE TICARET LTD. WAS ESTABLISHED IN 1953 AS AN INDIVIDUAL ENTERPRISE BUT KORKUT BERIKER, MANAGING DIRECTOR AND PARTNER, CHANGED IT TO A PARTNERSHIP IN 1955. IN SEVERAL PLANTS, THE FIRM MANUFACTURES AND MARKETS CLAY PRODUCTS SUCH AS BRICKS, BLOCKS, DRAIN TILE AND ROOFING TILE, AND PRODUCES LUMBER AND FINGER-JOINT STOCK FOR SASH AND DOOR PRODUCERS. THE FIRM NOW WANTS TO BUY A COMPLETE LINE OF MACHINERY, AS WELL AS TECHNICAL KNOW HOW, FOR THE MANUFACTURING OF MARBLE/RESIN FLOOR AND WALL TILES. THE DESIRED END PRODUCT IS A SMOOTH FINISHED TILE, CUT TO SIZE ACCORDING TO REQUIREMENT (STANDARD 40/60 CENTIMETERS) FOR USE AS FLOOR AND WALL COVERING COMPOSED OF SLICES OF MARBLE (15 M/M THICK). MARBLE CHIPS, DUST AND POLYESTER OR EPOXY RESIN AS FILLER MATERIAL. LINE PRODUCTION CAPACITY SHOULD BE AT LEAST 400 AND NOT MORE THAN 1000 SQUARE METERS PER EIGHT HOUR SHIFT. THE FINANCIAL AND TRADING CONDITION OF THE FIRST IS CONSIDERED EXCELLENT. FIRST IS RECOMMENDED HIGHLY AS A TRADE CONNECTION.

VON DEN STEINEN

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